



Revision number: 6

Purchasing Agent: GLENDON MITCHELL

**Item: DESKTOP WORKSTATIONS**

Vendor: 95358A A SILICON GRAPHICS INC  
10150 S CENTENNIAL BLVD #400  
SANDY UT 84070

Internet Homepage:

Telephone: (801) 256-2011

Fax number: (801) 256-2012

Contact: RICHARD GROSSEN

Email address:

Brand/trade name: INDY, INDIGO2, AND ONYX

Price: SEE ATTACHED PRICE LIST

Terms: NET 30

Effective dates: 04/01/00 through 03/31/2001

Days required for delivery: 30 DAYS

Price guarantee period:

Minimum order:

Min shipment without charges:

Other conditions: Local Authorized SGI Software Reseller - Keane Inc. (See Page 2)

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**NOTE: CONTRACT EXTENSION FOR ONE (1) YEAR**

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This is a multiple award. Please see AR-081, AR-084, AR-177, and AR-587 for product and pricing comparisons. Contact Gary Hansen for approval.

This statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The authorization requirements and procedure is detailed in the attachment to the contract. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**REPORTS**

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The contractor will submit quarterly reports to the state purchasing agent showing quantities and dollar volume of purchases by each state agency and political subdivision. These reports will be due 10 days after the calendar quarter.



Authorization required. The Division of Purchasing will review and authorize procurement requests from state agencies (Executive Branch) by signature approval on the contract order form (DP-10).

Use vendor # shown below when making payments to these vendors under this contract.

LOCAL AUTHORIZED SGI SOFTWARE RESELLER (STATE/LOCAL GOVERNMENT ONLY):

KEANE INC. (VENDOR #95358A-C)  
406 WEST 10600 SOUTH  
SUITE 460  
SOUTH JORDAN UT 84095  
PHONE: (801) 576-8800

PRODUCT DISCOUNTS

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TYPE OF INSTITUTION/PROGRAM

	SCHED 1	SCHED 2	SCHED 3	SCHED 4	SCHED 5	SCHED 5	SCHED 7
			ONYX/ ONYX2/ ORIGIN		INDY	INDIGO2 /OCTANE	O2
*****							
State/Local Government	31%	31%	27%	20%	20%	20%	20%
Non-Degree Granting Institutions	35%	25%	35%	20%	30%	35%	28%
4 Yr. Degree Granting Institutions	35%	25%	37%	20%	30%	37%	28%

NON-DEGREE GRANTING INSTITUTIONS includes all non 4 year degree granting institutions, such as community colleges, K-12, museums, technology/science centers, art schools, libraries, etc.

SCHEDULE 1: Discounts apply to Power Series Systems, Hardware Upgrades, Hardware Options, Display Options, and Video Options unless otherwise noted. For Indy, Indigo2, Onyx systems, and Challenge Servers, refer to Schedule 3 or 5.

SCHEDULE 2: Discounts apply to Peripheral Options, Software, and Networking Products, unless otherwise noted.

SCHEDULE 3: Discounts apply to Onyx, Origin 200, Origin 2000, Onyx2, Challenge DM, L, and XL, and Power Challenge L and XL systems, upgrades, options, and peripherals, unless otherwise noted.

SCHEDULE 4: Discounts apply to third party products.



SCHEDULE 5: Discounts apply to Indy, WEBFORCE Products, Indigo2, Power Indigo2, Challenge S and Power Challenge M systems, unless otherwise noted. Note that this schedule is different for Educational sites for the Indy, Indigo2 and Octane products.

SCHEDULE 7: Discounts apply to O2 products only, unless otherwise noted. For all Indy products, refer to Schedule 5 discounts.

#### MAINTENANCE DISCOUNTS

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DISCOUNT	REQUIREMENTS	DISC. %	SIGNED ATTACHMENT REQUIRED
*****			
Annual Pre-Payment not applicable for Extended Warranties	12-month advance payment/ 1 invoice	6%	No
Single Invoice	Minimum 20 Systems	3%	No
Remote Diagnostics Access	For diagnostic purposes via modem or internet allowing remote system access	2%	Yes
Corporate Master Service Volume	Requires single corporate agreement/Ts&Cs. Apply to multiple or single contracts for same customer	1% per \$2M (annualized support reve- nue - list price), Maxi- mum 5%	No
Volume	Annualized List\$		No
1)Apply to 1 contract with no geographic limits for systems	\$10K - \$29K \$30K - \$74K \$75K - \$239K	3% 4% 6%	
2)Apply to multiple contracts for single customer, site radius=10 miles	\$240K - \$599K \$600K - \$1M \$1M - \$3M >\$3M	9% 12% 15% 17%	
Limited Callers	20-50 systems - 3 callers 51-100 systems- 3 callers 101-200 systems-4 callers 201-400 systems-5 callers >400 systems - 6 callers	2% 4% 5% 6% 7%	Yes



MAINTENANCE DISCOUNTS, CONT'D.

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DISCOUNT	REQUIREMENTS	DISC. %	SIGNED ATTACHMENT REQUIRED
*****			
Multi-Year Contract	2 years	2%	No
not applicable for	3 years	4%	
Extended Warranties	4 years	6%	
	5 years	8%	
Education	Non-Varsity Educational Insti-	25%	No
(not applicable to	tutions: Applicable to all		
Cray systems)	support programs		
	Varsity Program Participants:	40%	Yes
	Applies to PartsCare or		
	PartsCarePlus programs only		

FINET COMMODITY CODE(S):

20496000000-WORKSTATIONS: SPARC, RISC, ETC. (FOR USE WITH CAD/CAM, ETC.)

20654000000-GEOGRAPHIC INFORMATION SYSTEMS (GIS)

90634000000-FREIGHT HANDLING; MATERIALS HANDLING

92045000000-SOFTWARE MAINTENANCE/SUPPORT